



Funding Sources Beyond the Support Contract

2011 Peer Exchange

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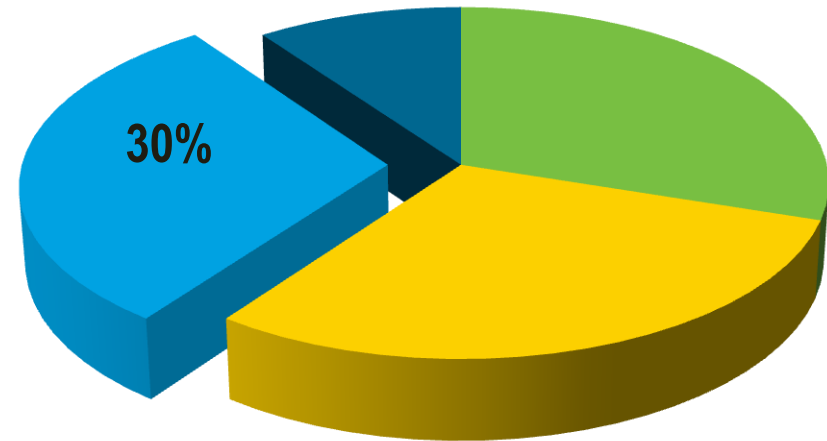
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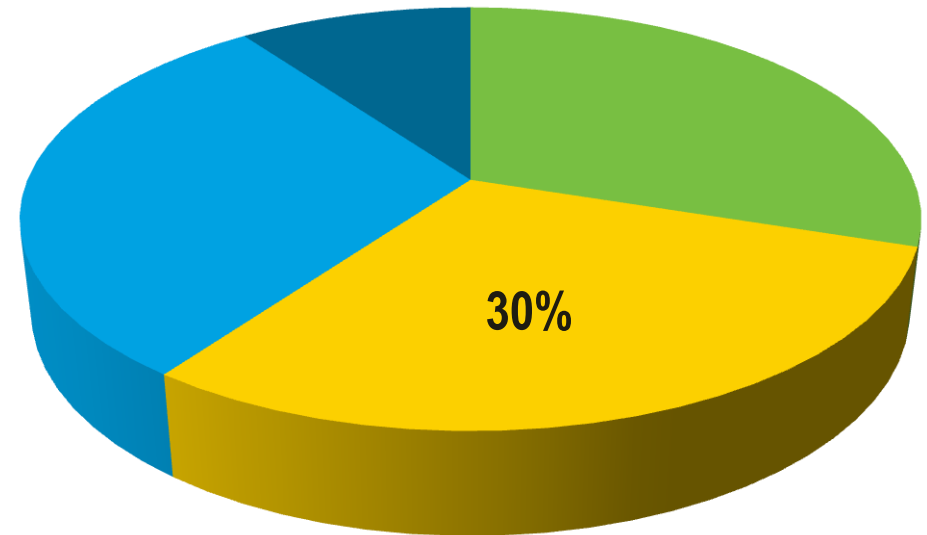
COALITION SUSTAINABILITY

- ***501c3 nonprofit is not a business model, its a tax classification.*** Even nonprofit organizations must make money to stay in business! We are mission focused, but remember NO MONEY, NO MISSION.
- **Intensify fundraising efforts** - when one door shuts, resilient Clean Cities Coalitions find other doors on which to knock
- **Diversify funding sources** - Clean Cities Coalitions realize we can't put all of eggs in one basket. We develop mixed revenue streams that braid funding from membership, private donors, major donors, foundation grants, corporations, local, state, and federal grant and contracts and project management, partnerships

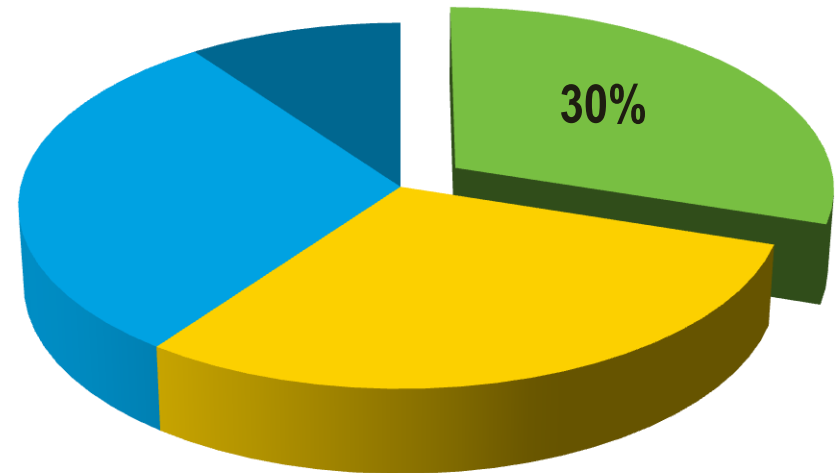
- 30% of our Budget is targeted with Membership
- Who are your Stakeholders?
- Work with your Board of Directors!
- Members won't stay if you don't engage or appreciate them!



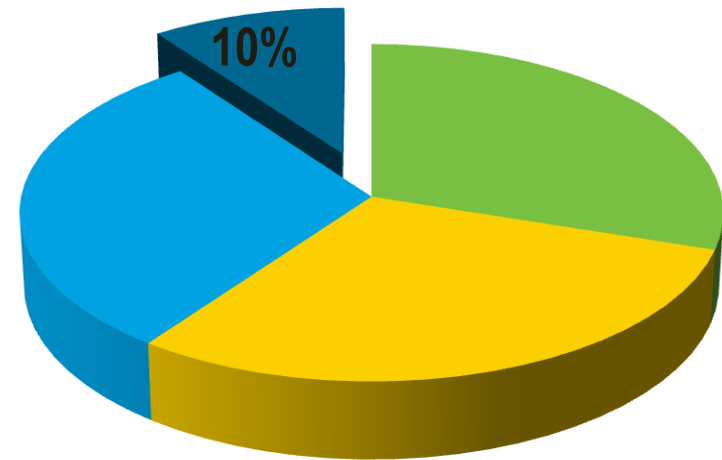
- 30% of our Budget is targeted with Grant Funds
- If you want to go fast -go alone, if you want to go far-go together!
- Are you registered on Grants.gov?
- Do you utilize Tech Soup?



- 30% Project Management
 - Opportunities include Business, MPO's, Communities, Hospitals
 - Supplemental Environmental Projects
 - Event Planning & Training Coordination
 - Research



- 10% Department of Energy
 - Annual Contract - Clean Cities



Tech Soup

www.techsoup.org

Fundsnet Services

www.fundsnet services.com

FedBizOpps.gov

www.fbo.gov

Grant Select

www.grantselect.com

USA.Gov

www.usa.gov/Business/Nonprofit.shtml

Foundation Center

www.foundationcenter.org/

EDA.Gov

www.eda.gov/Resources/StateEconomicDevelopment.xml